# WINGS CHAMBER

**\* VOLUME-2** ISSUE-12

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**\* JUNE 2009** 

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# ExecuJet South Africa launches new JustFly Card

ExecuJet South Africa has launched its new JustFly Programme - designed for clients who charter aircraft regularly without wanting the responsibility of owning an aircraft. Details of the scheme were unveiled at the recent Jets & Jewels event in Johannesburg, South Africa and JustFly was formally introduced to the Kenyan market on 26 May, at a cocktail function in Nairobi.

Managing Director for ExecuJet South Africa, Mr Ettore Poggi outlined: JustFly membership entails an advance payment for an initial number of flight hours using a preferred aircraft type, and as flights are completed, the balance of flight hours reduces. Should the primary aircraft not be used, another appropriate aircraft type is offered and hours deducted on a pro-rata basis dependent upon the aircraft type. One of the main advantages to the JustFly card is the all inclusive price that is fixed throughout the whole programme. Another key benefit is having a priority aircraft reservation system that allows our clients access to privileged handling, making it highly appealing for last minute and unexpected business trips.

Although the programme allows clients to choose a preferred aircraft, it is also designed to be flexible to meet each flight request. This allows clients to trade hours for an alternative aircraft if something more suitable is required for a forth coming journey. ExecuJet South Africa also provides all clients with a monthly utilisation report to inform them of the hours used and the remaining hours for the programme. With no monthly management fee and no long-term contractual commitment the JustFly programme allows clients to be flexible with their schedule without creating extra time based costs. There are currently three programmes available which are sold in packages of 25, 50 and 100 hours of flight time.

"We are extremely proud and honoured to have been invited to East Africa, and more specifically, Kenya, to introduce ourselves and our products. We anticipate building strong ties with our friends here in East Africa and trust that our global experience will add value to the business aviation industry in this wonderful part of the African continent," said Ettore Poggi. Since 1991, ExecuJet has consistently set the standard for business jet charter. Today, ExecuJet South Africa has one of the largest and most diverse fleets in the region, and is part of the worldwide ExecuJet Aviation Group.

#### The ExecuJet Aviation Group

The ExecuJet Aviation Group is a leading global business aviation organisation offering a diverse range of services including pre-owned and new aircraft sales, aircraft management for private and commercial registered aircraft, aircraft charter, aircraft maintenance, aircraft completions management and fixed base operations. Headquartered in Zürich, Switzerland, ExecuJet has operations in five regions – Asia Pacific, Europe, Latin America, Middle East and South Africa, embracing a workforce of over 800 experienced staff.

The ExecuJet Aviation Group manages 150 business jets worldwide under the most stringent safety standards. Its commercial fleet is operated under the regulatory umbrella of eight regional civil aviation issued air operating certificates (AOCs).

The ExecuJet Aviation Group is a sales representative and dealer across four continents for Bombardier Business Aircraft's family of Learjet , Challenger and Global Express business jets. It is also an exclusive sales agent outside North America for the eight to 12-passenger Aerion Supersonic Business Jet.



SANTA CATARINA'S FULL TRAVEL & TOURISM POTENTIAL IS STILL WAITING TO BE TAPPED

#### HIGH-LEVEL PARTNERSHIP IS KEY TO THE RECOVERY

The Global Travel & Tourism Summit calls for closer collaboration between the world's leading public- and private-sector tourism bodies



2009 PGA Fall Expo Reduces Costs, Adds Efficiencies & Creates All-New Buyer-Cen tered Show Floor

# Prestigious Industry Credential Awarded to Danish and American Pharma Colleagues





### Hamra Hotels and Resorts intensifies hospitality and tourism projects in Ras Al Khaimah Launch of four-star Acacia Hotel and Al Hamra Palace Hotel supports emirate's goal to accommodate 2.5 million tourists by 2012

Hamra Hotels and Resorts has announced that it will launch its new four-star business hotel Acacia in August 2009 and Al Hamra Palace Hotel, a palatial beach resort and apartment complex shortly thereafter, reaffirming the company's strong commitment to focus its efforts on promoting the emirate as a prime business and tourism destination in the region. The launch of the 373unit Acacia, situated adjacent to the Ras Al Khaimah Investment Authority Free Zone, and Al Hamra Palace Hotel is expected to address the growing demand for hotels and serviced apart ments in Ras Al Khaimah, which according to official government estimates is expected to attract up to 2.5 million tourists by 2012.

With an array of modern business and leisure facilities such as meeting and business centres, high-speed broadband internet connection, the Hamra conference centre, gym, swimming pool, restaurants and airport transfer services, Acacia Hotel will appeal both to families and business guests. Al Hamra Palace Hotel, on the other hand, offers an extensive range of business and leisure amenities including a private marina and fresh water lagoons, destination shopping mall, unlimited private beaches, swimming pool, spa and tennis courts. Michael El Nayal, Member of the Board, Hamra Hotels and Resorts, said: "Hamra Hotels and Resorts is aggressively investing in various hospitality and tourism projects in Ras Al Khaimah as we are fully committed to the growth and sustained development of the emirate. More than anything else, we are fully focused on our growth initiatives within the emirate as we intend to capitalise on the enormous business opportunities in the tourism sector, particularly in view of the surge in demand for high-quality hotel accommodations."



In addition to the 270 king and twin bedded guest rooms and suites, Acacia Hotel also has 103 onebedroom apartments, each with fully equipped kitchenettes and living-dining rooms. Al Hamra

Palace Hotel, which is the only facility in the Middle East that has a beach-fronted 18-hole championship golf course, combines a deluxe hotel and premium apartments comprising studios, one, two and three-bedroom units and villas.

"The steady pace of growth witnessed by Ras Al Khaimah in recent years underlines the emirate's potential to emerge as the first-choice destination for business and leisure. Accordingly, we believe that the opening of Acacia Hotel and Al Hamra Palace Hotel will greatly complement the emirate's comprehensive development strategy. As with other hotels that are part of our group, the overriding goal at Acacia and Al Hamra Palace Hotel will be to provide services and facilities of the finest quality and ensure that the guests have a memorable stay," El Nayal concluded.

Hamra Hotels and Resorts was established in 1996 with a mission to develop and operate unique hotels and resorts in Ras Al Khaimah and the United Arab Emirates . It has today grown to become one of the leading hotel developers and operators in the region, with new hotel projects soon to be launched in Africa , Asia and Europe .



# Strong presence of top quality international professional visitors confirms success of DOMOTEX Middle East 2009

Key industry players intensify marketing initiatives in Middle East to offset easing performance in other international markets



#### Capital Gate reaches 100m height

Floors 17 and 18 to house gigantic suspended Atrium



**London is top jewellery destination for 2009 as IJL** 

## KSA's growing tourism industry showcased at Saudi Travel and Tourism Investment Market 2009 Elaf Group lauded for superior quality services & receives trophy from HRH Prince Sattam Bin Abdulaziz

Organised by the Saudi Commission for Tourism and Antiquities, the Saudi Travel and Tourism Investment Market was recently opened by HRH Prince Sattam Bin Abdulaziz, Deputy Prince, state of Riyadh and was held under the theme "Tourism for all – A partnership for sustainable development" . Joining the Deputy Prince during the opening ceremony was Prince Sultan Bin Salman Bin Abdulaziz Al-Saud, Chairman of the board and Secretary General of the Saudi Commission for Tourism and Antiquities.

The Elaf Group of Companies, a pioneering organization in the Saudi Arabian travel, tourism and hotel industries, showcased its hospitality and tourism products and services during its participation at the Investment Market. During the event, Deputy Prince Sattam Bin Abdulaziz presented the company with a recognition trophy, received by Mr Ziad Bin Mahfouz the Group President, affirming Elaf's important role in the Kingdom's rapidly developing tourism industry.

President of the Elaf Group of Companies, Ziad Bin Mahfouz, reaffirmed the company's support to Saudi's tourism development. "The Elaf Group remains steadfast in its support towards under takings created to further bolster the tourism sector and to consistently offer services and products of the highest quality," he said.



The Elaf group's specially designed booth, which garnered huge interest from the forum participants, showcased the different hotel and travel tourism services that the company provides, alongside the different travel packages that it is currently offering for the coming Hajj and Umrah for the year 1430.



#### Canada Supports its Agriculture Industry in International Markets

The Government of Canada today launched a new program to help Canadian farmers and exporters sell more products to more international customers. This new Trade and Market Development Program is part of the new Growing Forward agricultural framework.

The Trade and Market Development program will make sure exporters have the information and support they need to sell more products in more markets. It includes a range of initiatives to bring industry success in global and domestic markets. The program will help equip the sector to seize market opportunities and address emerging challenges.

A key component of the program is the Agri Marketing program which will sell more of Canada's safe, high-quality world-class products around the world. For example, the program will help exporters by ensuring the Canada Brand maple leaf is on promotional materials, raising the profile of the good, healthy food our farmers produce.

According to the Honorable Gerry Ritz, Federal Agriculture Minister, opportunities had to be created in international markets to have a competitive farm gate in Canada. By supporting Canadian exporters, we are increasing opportunities for everyone all along the value chain, from farm gate to fork.

#### Majority of Indian Students in Canada Hot Favourite for Permanent Residency

With the success rate of Indian students becoming Permanent Residents (PR) in Canada recorded at 99 per cent, Canada has a high population of Indian students today.

Roughly 80 per cent of them apply for PR after the completion of their studies, said Mel Broitman, managing director of the Canadian University Application Centre. Broitman noted that Canada needs immigrants at the rate of three hundred thousand per year to keep the population growth rate constant and therefore there was a huge demand for talented students from India.

Presently, Canada has a population of 32 million people and there is a need to increase the population. Due to negative population growth rate, Indian students make the best immigrants, he stated.

Approximately 40 per cent of the Indian students were from Punjab, he added.

Since 1997 there have been about 1,500 students that have pursued their studies at Canadian universities. Around 2,500 students from India go to Canada every year, which is lesser than those going to other countries but what is note worthy is that Canada wants talented people who can be part of the society later on. Another point is that the study expenses are much less in Canada while the living standard is high.

All Indian students automatically receive a work permit in Canada once they graduate since they are highly respected for speaking good English and also for being talented, according to Justin Kohlman from the University of Victoria. "The forum proved to be an excellent and timely venue for travel and tourism based groups to meet and discuss important topics that seek to improve the Kingdom's tourism industry. Efforts like this assure the sustained development of the industry and highlight its role as an important source of revenue for the Kingdom. It has also given us the opportunity to showcase Elaf's diverse products and services, proving our leader ship and favourable status in the Arab tourism and hospitality sector." Bin Mafouz, concluded.

Elaf Group of Companies is a fully integrated organisation providing a complete line of hotel, travel, tourism, Hajj and Umrah services. The Group, which has been consistently named as one of the top 100 corporations in the Kingdom of Saudi Arabia, intends to significantly increase the number of Hajj and Umrah pilgrims within the next three years. Elaf Hotels manages 1,400 rooms serving the Makkah, Madinah Munawarah and Jeddah areas. Four new hotels with 1000 rooms are joining the Group in 2009, with four major hospitality developments featuring 4,800 rooms expected to open in 2012. Elaf Group is a subsidiary of the Saudi Economic and Development Company (SEDCO).

#### Federation of Indian Export Organizations

FIEO Reacts on the announcement of Public Sector Banks decision to reduce interest rates

Mr A Sakthivel, President, Federation of Indian Export Organisations (FIEO) while commenting on the announcement of public sector banks' decision to reduce interest rates by 100-150 basis points, complimented the continuous efforts of the Government for cutting lending rates to achieve the larger objective of inclusive growth for the MSME export sector

FIEO Chief elaborated that while there have been drastic reductions in the repo & reverse repo rates, the PLR's / BPLR's of banks have only shown a marginal reduction. Even with reverse repo falling below the savings rate by 25 basis points, banks had continued to 'park' funds through the 'reverse repo' window as a result RBI had to close one reverse repo window.

While expressing concern at the declining off take of credit, Mr. Sakthivel hoped that with the banks reducing the effective rate of interest (PLR/BPLR) the off take of credit which stands 17.2% vis-à-vis 24.3% in 2008-2009 would improve to sustain the targeted GDP growth



#### cold spring country Club hosts charity dinner FOR CADDY for a CURE Unique Opportunity to Meet PGA TOUR Player Todd Hamilton Sports Psychologist, Dr. Bob Rotella And Tour Oheka Castle

# J.L. Lewis Golf Tips from the Tour Giving back through Golf Grand Premier Launch Party and Book Signing at John Ryan's Clothing!

SCCI steps up efforts to boost Sharjah's appeal among regional and international tourists

Sharjah's 11 percent tourism growth prompts SCCI to formulate action plan to strengthen emirate-wide development

# Debut Flight of Luxury Phoenix CRJ

Federation of IndianExport Organizations Hon'ble Finance Minister's Meeting with Bankers may ensure necessary rate cuts for the MSME sector to stimulate credit offtake: FIEO Chief

Mr A Sakthivel, President, Federation of Indian Export Organisations (FIEO) thanked the Hon'ble Finance Minister for urging banks to cut borrowing rates for the MSME export sector so that the environment of rapid growth is restored.

The FIEO Chief stated that bank credit after remaining stagnant in the recent past have dropped Rs. 16,306 crores for the last two weeks ended May 22, 2009 thereby taking outstanding advances to Rs. 27,35,750 crores. Further, bank credit had dropped to 15.86% or Rs. 3,74,543 crores on year-on-year basis through 22<sup>rd</sup> May, 2009. Mr Sakthivel, President, FIEO elaborated that the credit growth was far below the expectations of the Central Banks projections of 18-20% for 2009-2010 and with announcement made by the Hon'ble Finance Minister suitable rate cuts would yield better credit offtake to ensure the targeted GDP growth

President, FIEO stated that a reduction of PLR by 50 to 75 basis points may bring about a corresponding reduction in the cost of credit for the MSME export sector which in turn may improve export order situation.



Rolls-Royce joins blue chip aviation companies exhibiting at Asian Aerospace 09. Pre-registrations 100% up

Owned, Printed & Edited by Dr.Amrik Singh Chadha, at WINGS INTERNATIONALS B-Bk-729,Hospital Area, Ulhasnagar,Dist Thane,Pincode 421003, & Published From WINGS INTERNATIONALS B-Bk-729,Hospital Area,Ulhasnagar,Dist Thane,Pincode 421003 TEL :- 02512707013, FAX :- 02512708013,E-mail :- wingsinternationals@yahoo.co.in Regd No- MAH/ENG/11020/13/1/2007-TC . RNI No- MAHENG/2007/24625